

Message Text

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PAGE 01 NEW DE 10694 130909Z

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ACTION NEA-09

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FM AMEMBASSY NEW DELHI

TO USDOC WASHDC

INFO SECSTATE WASHDC 3232

UNCLAS NEW DELHI 10694

E.O. 11652: N/A

TAGS: BEXP, IN

SUBJECT: EXPORT LINK DEAL

1. PLEASE PASS FOLLOWING MESSAGE FROM ANTHONY WALLACE, COMMERCIAL ATTACHE, US EMBASSY, NEW DELHI, TO MACWILLIAM BOLLMAN, VICE PRESIDENT, AMTRACO CORPORATION, 633 THIRD AVENUE, NEW YORK, NEW YORK 10017

2. QUOTE. WE ARE MAKING GOOD PROGRESS ON THE LINK DEAL PROJECT WHICH PETER LANDE AND I DISCUSSED WITH YOU DURING OUR VISIT TO NEW YORK. THE GOVERNMENT RESPONSE TO THE TWO PROPOSALS INVOLVING US TEXTILE MACHINERY AND POWER GENERATION PLANTS HAS BEEN GOOD. IN EXCHANGE FOR TEXTILE MACHINERY, GOVERNMENT OFFICIALS ARE WILLING TO PROVIDE APPROXIMATELY 40 MILLION SQUARE YARDS OF GREY GOODS OVER THE NEXT 10-20 MONTHS. THEY WILL PROVIDE SAMPLES. WHILE THEY WILL ALSO FURNISH SPECIFICATIONS ON THE TYPES OF TEXTILE MACHINERY REQUIRED, A VISIT FROM YOU OR ONE OF YOUR STAFF WILL PROBABLY BE NECESSARY BEFORE NEGOTIATIONS CAN PROCEED VERY FAR.

3. THE EMPHASIS IN THE POWER EQUIPMENT LINK DEAL HAS CHANGED SOMEWHAT. THE INDIANS ARE PRIMARILY INTERESTED IN LARGE (10 MW AND ABOVE) USED COAL FIRED STEAM TURBINES WITH BOILERS. NEW EQUIPMENT WILL ALSO BE CONSIDERED IF DELIVERY TIMES ARE SHORT. THEY NOW WANT TO SUPPLY PIG IRON AND TOR-STEEL BARS RATHER THAN FOUNDRY PRODUCTS. WOULD AMTRACO BE ABLE TO HANDLE EITHER OR BOTH ENDS OF THIS LINK DEAL?

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4. THERE IS CONSIDERABLE INTEREST IN THE TWO UNION DIESEL
GENERATORS AND IN THE ALCO SET AMONG PRIVATE BUSINESSMEN
BUT NO ONE HAS BEEN ABLE TO NAIL DOWN AN IMPORT LICENSE
YET. ARE THEY STILL AVAILABLE?

5. WE WILL KEEP YOU INFORMED. ANTHONY H. WALLACE.
UNQUOTE.MOYNIHAN

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